

## Message Text

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ACTION COME-00

INFO OCT-01 EA-06 ISO-00 EB-07 /014 W

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R 290805Z JUL 75

FM AMEMBASSY TOKYO

TO SECSTATE WASHDC 2002

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E.O. 11652: N/A

TAGS: ETRD, BGEN, JA

SUBJ: REQUEST FOR ASSISTANCE: PFIZER - DISCO

REF: STATE 168873

1. SUMMARY: EMBOFFS HAVE A APPROACHED GOJ OFFICIALS TO ENCOURAGE CONSIDERATION OF ACTA WHOLE BODY SCANNERS MANUFACTURED BY DISCO FOR PENDING MULTI-MILLION DOLLAR PURCHASE FOR JAPANESE HOSPITALS. FURTHER EMBASSY ACTION BEING WITHHELD AT THIS TIME AT REQUEST OF JAPANESE DISTRIBUTOR MITSUBISHI. END SUMMARY.

2. ON JULY 18 FOLLOWING RECEIPT REFTEL EMBOFFS MET WITH MITSUBISHI OFFICIALS WHO OUTLINED PURCHASE OF SCANNERS AS FOLLOWS: AN ASSOCIATION OF AUTO INSURANCE COMPANIES WITH FUNDS OBTAINED FROM PROFITS OF MEMBER FIRMS HAS PLEDGED \$30 MILLION FOR USE IN MEDICAL CARE AND RESEARCH RELATED TO AUTOMOBILE ACCIDENTS. THOUGH FUNDS IN EFFECT PRIVATE, MINISTRY OF FINANCE (MOF) WHICH REGULATES INSURANCE INDUSTRY IS CONTROLLING USE OF FUNDS. SIX MONTHS AGO MOF AND MINISTRY OF EDUCATION (MOE), WHICH CONTROLS NATIONAL MEDICAL UNIVERSITIES, BEGAN CONFIDENTIAL STUDY OF USE OF FUNDS. BECAUSE LARGE PERCENTAGE OF AUTO ACCIDENTS INVOLVE HEAD INJURIES, IT WAS DECIDED TO ALLOT UP TO \$20 MILLION FOR NEUROLOGICAL EQUIPMENT AND RELATED TECHNICIAN AND TRAINING COSTS. (OTHER \$10 MILLION EAR-MARKED FOR X-RAY AND OTHER MEDICAL EQUIPMENT). IN MAY, GROUP OF SIX NEUROLOGISTS APPOINTED BY MOE RECOMMENDED THAT  
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33 EMI BRAIN SCANNERS SHOULD BE PURCHASED. ALTHOUGH GROUP WAS AWARE OF WHOLE BODY SCANNERS, IT DID NOT MAKE SPECIFIC STUDY OF ACTA-SCANNER OR WHOLE BODY SCANNERS MADE BY OTHER FIRMS. MITSUBISHI WHICH BECAME DISCO DIS-

TRIBUTOR IN APRIL 1975 HEARD ABOUT PROJECT ONLY FEW WEEKS  
AGO.

3. AT REQUEST OF MITSUBISHI, EMBOFFS HAVE CONTACTED OFFICIALS  
IN BOTH MOF AND MOE IN EFFORT TO HAVE ACTA-SCANNER CON-  
SIDERED FOR PROJECT. IN LINE WITH MITSUBISHI'S OWN  
EFFORTS EMBASSY APPROACH SO FAR HAS BEEN TO ENCOURAGE  
GOJ TO DELAY DECISION ON TYPE OF SCANNER TO BE PURCHASED  
UNTIL IT HAS HAD OPPORTUNITY TO EVALUATE BOTH EMI AND  
ACTA-SCANNERS IN COUNTRY. FIRST EMI SCANNER SCHEDULED  
TO ARRIVE IN TOKYO IN MID AUGUST AND FIRST ACTA-SCANNER  
IN LATE SEPTEMBER. BOTH MUST UNDERGO TESTING TO  
OBTAIN MINISTRY OF HEALTH AND WELFARE APPROVAL, PROCESS  
WHICH COULD TAKE ESTIMATED THREE-FOUR MONTHS.

4. MOF AND MOE OFFICIALS WERE RELUCTANT TO DISCUSS ISSUE  
WITH EMBOFFS INDICATING PURCHASE DECISION ALREADY  
MADE. MOF OFFICIALS DID INDICATE, HOWEVER, 1 OR 2  
ACTA-SCANNERS MIGHT BE PURCHASED IN ADDITION TO THE MORE  
THAN 30 EMI SCANNERS.

5. IN SUBSEQUENT JULY 28 MEETING MITSUBISHI OFFICIALS  
INFORMED EMBOFFS THAT AGENTS FOR GERMAN-MADE  
SIEMENS WHOLE BODY SCANNERS NOW ALSO MAKING APPROACHES  
TO GOJ. MITSUBISHI OFFICIALS INDICATED THEY ARE ATTEMPTING  
TO ENCOURAGE INDIVIDUAL HOSPITALS TO REQUEST ACTA-  
SCANNERS AND THAT THEY HAVE ALREADY HAD SOME LIMITED  
SUCCESS. MITSUBISHI HAS ALSO INITIATED SOME  
ACTION AT HIGH LEVEL WITHIN GOJ AIMED AT DELAYING DECISION  
BY MOF. BECAUSE OF SENSITIVITY OF THESE EFFORTS, MITSUBISHI  
HAS ASKED EMBASSY TO WITHHOLD ANY FURTHER ACTION IN THIS  
MATTER FOR TIME BEING. EMBASSY HAS AGREED.  
SHOESMITH

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## Message Attributes

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